

## Message Text

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ACTION AF-10

INFO OCT-01 ISO-00 EB-07 /018 W

-----131344Z 048617/46

R 131040Z JUN 77

FM AMEMBASSY BANGUI

TO USDOC WASHDC

INFO AMEMBASSY BUJUMBURA

AMEMBASSY KIGALI

AMEMBASSY KINSHASA

AMEMBASSY LIBREVILLE

AMEMBASSY YAOUNDE

AMCONSUL DOUALA

AMCONSUL LUBUMBASHI

SECSTATE WASHDC 8794

LIMITED OFFICIAL USE BANGUI 1213

EO 11652: N/A

TAGS: BEXP XA

SUBJ: AFRICAN COMMERCIAL SERVICES

REF: USDOC 10835, ABIDJAN 4909

1. FROM THE PERSPECTIVE OF THE CENTRAL AFRICAN EMPIRE THE QUESTION OF APPROPRIATE LEVEL OF COMMERCIAL SERVICES IS ONE WHICH FREQUENTLY ARISES. WE ARE ONE OF THE SMALL AND INSOLVENT COUNTRIES REFERRED TO IN PARA 12E OF ABIDJAN 4909. WE ARE OCCASIONALLY FACED WITH AMERICAN COMMERCIAL VISITORS, REPRESENTING MAJOR CORPORATIONS WHO ARE LOOKING OVER THE LOCAL MARKET WITH A VIEW TO MAJOR EQUIPMENT SALES. IF THEIR PROPOSED SALES ARE TO THE PRIVATE SECTOR THERE IS LITTLE PROBLEM AND WE ARE DELIGHTED TO HELP. WHEN THE CAE GOVERNMENT IS THE PURCHASER OR A PARTICIPANT PROBLEMS ARE LIKELY TO ARISE AND WE ARE MORE CAUTIOUS.

2. AS USDOC IS AWARE THE CAE IS PLAGUED WITH DEBT REPAYMENT

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DIFFICULTIES. IT ALSO HAS A VIRTUALLY INSATIABLE DESIRE FOR HIGH PRICED AND HIGH TECHNOLOGY HARDWARE--SUCH AS AIRCRAFT, MICROWAVE RELAY SYSTEMS AND SATELLITE GROUND STATIONS. IN OUR VIEW THESE ARE FRINGE ITEMS IN TERMS OF THE CAE'S ECONOMIC DEVELOPMENT AND OF ITS ABILITY TO MAINTAIN, SUPPORT AND PAY FOR THEM. WE ARE DOING AMERICAN FIRMS NO SERVICE TO ENCOURAGE THEM TO GET INTO THIS MARKET UNDER THESE CONDITIONS. NOR ARE WE DOING THE USG A

SERVICE SINCE IT MAY WELL FIND ITSELF INVOLVED THROUGH EX-IM OR OPIC, WITH ALL THE CONCOMITANT POLITICAL PROBLEMS OF HAVING TO PRESS FOR REPAYMENTS. UNFORTUNATELY MANY OF THESE "FRINGE" ITEMS ARE TARGETS OF OPPORTUNITY FOR AMERICAN FIRMS WHICH THEY DO NOT HESITATE TO EXPLOIT, WITH OR WITHOUT OUR SUPPORT. THESE ARE THE AREAS WHERE WE HOPE THAT USDOC WILL GIVE CAUTIOUS ADVICE.

3. WE DO NOT, OF COURSE, WISH TO DOWN PLAY THE POTENTIAL FOR COMMERCIAL SALES IN THIS MARKET, AND OUR CURRENT ECONOMIC TRENDS REPORT INDICATES AREAS WHERE WE BELIEVE PRODUCTS HAVE A GOOD CHANCE OF BEING SOLD AND PAID FOR. WE WELCOME USDOC'S HELP IN FOCUSING US BUSINESS ON THESE AREAS. IT CAN COUNT ON OUR FULL AND ENTHUSIASTIC SUPPORT AS WELL.

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
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**Enclosure:** n/a  
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**Office:** ACTION AF  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
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**Retention:** 0  
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**Review Markings:**  
Margaret P. Grafeld  
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US Department of State  
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